HEMANG PATEL

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CAREER OBJECTIVE

An Energetic Information Technology Engineer seeking association with an esteemed company, where I can apply my technical acumen, conceptual knowledge and soft skills to challenging assignments, and grow with the company for the long term.

TECHNICAL SKILLS

- ✓ Apttus CLM and CPQ. Certified on Apttus CLM and CPQ.
- ✓ Salesforce, Triggers, Visual Force, Apex class.
- ✓ ASP.NET with C#, MVC, Web API, Classic ASP, Azure.
- ✓ SQL 2012, LINQ, Entity Framework.
- ✓ JavaScript, jQuery, Ajax, JSON
- ✓ Bitbucket, Git, TFS, Tortoise SVN

CERTIFICATION

- ✓ Salesforce Certified Platform Developer 1
- ✓ Salesforce Certified Platform App Builder
- ✓ Microsoft Certified Professional: Developing ASP.NET MVC Web Applications (Mar 2016)

PROFESSIONAL EXPERIENCE

Senior Developer   **(SEP'17 – Till Date)**

Apttus India Pvt Ltd.   **www.apttus.com**

Role: -
- ✓ Working as a senior developer, primarily engaging with customer for implementing Apttus with the help of Q2C process. Key areas are to identify and implement customer Pricing Strategy, Quote Delivery, Contract Process, Revenue Cycles and Revenue Recognition.
- ✓ My current project role (techno-functional) involves consulting with customer to understand their sales process on legacy system, gathering requirements, designing solution, and implementing Apttus as per design.

Projects: -

- **CLM – Health Care Domain**

  ✓ Due to large number of customers, they were looking for system through which they can track their agreements and hence they decided to go for Apttus CLM i.e. Contract Lifecycle Management along with the customization around it on Salesforce. We have created agreement wizard to drive their sales people to generate NDA and MSA agreement based on the selection that they made in wizard. We have used Visualforce page, apex and Apttus CLM API.

  ✓ **Role:** Team Leader

  ✓ **Environment:** Salesforce CRM, Apex Programming, Apttus CLM

  ✓ **Primary Responsibilities:**

    - Responsible for customizing custom fields, Page Layouts, Workflows, Validation Rules.
    - Involved in writing SOQL queries in Salesforce.
    - Responsible for writing Test Scripts for various scenarios.
    - Worked on Apex Triggers and Apex Classes for custom logic.
    - Responsible for building UI by using Visualforce pages.

- **CLM – Health Care Domain**

  ✓ This project was to implement the CLM i.e. Contract Lifecycle Management along with the customization around it on Salesforce.

  ✓ **Role:** Team Leader

  ✓ **Environment:** Salesforce CRM, Apex Programming, Apttus CLM, Lighting Component

  ✓ **Primary Responsibilities:**

    - Responsible for customizing custom fields, Page Layouts, Workflows, Validation Rules.
    - Involved in writing SOQL queries in Salesforce.
    - Responsible for writing Test Scripts for various scenarios.
    - Worked on Apex Triggers and Apex Classes for custom logic.
    - Responsible for building UI by using Visualforce pages.

- **CPQ – CMA CGM**

  ✓ This project was to develop custom solution around the CPQ project on Salesforce platform whereas system needs to send and receive data to external system as and when required.

✓ Implemented the Integration framework to track the calls along with request and response payload to the external system.

✓ Also Implemented the retry mechanism so it will retry automatically whenever needed and if it reaches the maximum retry count then marks the records as a permanent failure.

✓ **Role:** Senior Developer

✓ **Environment:** Salesforce CRM, Apex Programming, Apttus CPQ, Batch Jobs

✓ **Primary Responsibilities:**

- Responsible for customizing custom fields, Page Layouts, Workflows, Validation Rules.
- Involved in writing SOQL queries in Salesforce.
- Responsible for writing Test Scripts for various scenarios.
- Worked on Apex Triggers and Apex Classes for custom logic.
- Responsible for building Integration framework to send and receive data from external system.

- **CLM – Flextronics**

✓ This project was from Salesforce to AIC (Apttus Intelligent Cloud) migration project. In this project we have migrated entire product and customization with legacy data from salesforce to AIC environment. My role was to lead the team and to work for Data Migration process for Client to move from Legacy system (Salesforce) to APTTUS system (AIC).

✓ **Role:** Team Leader

✓ **Environment:** Salesforce CRM, Apttus Intelligent Cloud (AIC), Apttus CLM, ASP.Net, C#, Web API

✓ **Primary Responsibilities:**

- Responsible for customizing custom fields, Page Layouts, Workflows, Validation Rules.
- Involved in writing SOQL queries in Salesforce.
- Responsible for writing Test Scripts for various scenarios.
- Worked on Apex Triggers and Apex Classes for custom logic.
- Responsible for building Integration framework to send and receive data from external system.
- Data Migration from legacy system (Salesforce) to AIC.

- **CLM – ServiceNow**

✓ This project was implemented on AIC (Apttus Intelligent Cloud). I have

worked independently on various functionalities (i.e. IWA approval process, Email templates) on AIC.

- ✓ Requirement Analysis, Development and unit testing along with resolving the issues.

- **Migration Utility for Apttus**

  - ✓ Migration manager Utility was the inhouse product developed by me for legacy customers to migrate their metadata, legacy data and attachments from Salesforce to AIC (Apttus Intelligent Cloud). The utility was a Windows tool which was very much interactive, that even client data Admin could use it seamlessly.

  - ✓ Requirement Analysis, Development and unit testing along with resolving the issues.

Technology Analyst   **(FEB'15 – SEP'17)**

Infosys Limited - Pune   www.infosys.com

Projects: -

- **CRM Analytics – Bank of America**

  - ✓ CRM is a scratch ASP.Net CORE project that provides functionalities to support end to end sales cycle right from acquiring leads to engaging them to identify suitable products of their interest and finally converting them to customers by having them sign on for those products or services.

  - ✓ **Technology:** ASP.Net MVC, C#, JQuery, Ajax, MSSQL Server, Web API

- **End User Computing – Bank of America**

  - ✓ EUC is a scratch asp.net MVC project that manages resources for LOB users aimed at cost optimization, efficient allocation of resources and automated approvals which interacted with services e.g. In Rule

  - ✓ **Technology:** ASP.Net MVC 5, C#, JQuery, JavaScript, Ajax, MSSQL Server, Web API

Software Engineer   **(JULY'12 – JAN'15)**

Tatvasoft   www.tatvasoft.com

Projects:

- **E-Commerce**

  - ✓ It is MVC based Website that aims to bring people and products together

from around the world. The website has products from a range of stores internationally and encourages people to group products by Creating Sets in a way that will positively influence another people's decision to buy.

✓ This website presents data to user according to user's preferences, location, age, gender etc. Website allows users to add their interest data into their profile, share data on different social sites, create friends, follow people etc.

✓ **Technology:** C#, MVC 4, Jquery, Java Script, Entity Framework, Linq, MSSQL Server

ACADEMIC QUALIFICATIONS

Exam / Degree	Year	University / Board	Percentage
B.E. (Computer)	2012	GTU	77.7%

PERSONAL PROFILE

Date of Birth: 12th October 1990
Gender: Male
Nationality: Indian
Languages Known: English, Hindi and Gujarati